ASBESTOS

A MONTHLY
MARKET
JOURNAL

FEBRUARY
1934

ASBESTOS

CARDED FIBRE
ROVING • YARN
CORD • THREAD
LISTING TAPE
BRAIDED TUBING
INSULATING TAPE
OIL BURNER WICKING

CLOTH

In a large number of styles and grades—plain, twill and herringbone weaves—for
AWNINGS • BLANKETS • GARMENTS
THEATRE CURTAINS
DUST COLLECTING and other
INDUSTRIAL USES

PACKINGS

GENERAL ASBESTOS & RUBBER DIVISION
of
RAYBESTOS-MANHATTAN, Inc.
NORTH CHARLESTON, S. C.

..ASBESTOS..

A MONTHLY MARKET JOURNAL DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER, EDITOR

PUBLISHED BY SECRETARIAL SERVICE

16th FLOOR INQUIRER BUILDING

PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, OWNER

Entered As Second Class Matter November 23, 1923, at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume XV | FEBRUARY 1934 | Number 8

CONTENTS

	Page
Asbestos Plays Part In Blowing Light Bulbs	2
A Half Century of Service	6
A New Idea In An Old Product	8
Tentative Specifications for Asbestos Roving	10
Asbestos Saves 1000 Lives	10
Norristown Displays Heater Jackets	12
Sir Evelyn Wallers, K. B. E.	14
W. Jacobsen Heads Asbestos Fibre Distributors	16
Market Conditions	18
Building	20
The Ambler Olsen System	21
Can We Serve	22
Little Lessons In Selling — "How's Tricks? or How's Business?"	23
Contractors and Distributors Page	24
Suggestions	
Progress of A. C. N. A.	
Production Statistics	26
Imports and Exports	27
Automobile Production	31
Asbestos Stock Quotations	31
News of the Industry	32
Patents	34
Trade Marks	34
This and That	36

SUBSCRIPTION PRICE

U. S. AND MEXICO	$2.00 PER YEAR
FOREIGN COUNTRIES (INCLUDING CANADA)	3.00 " "
SINGLE COPIES	.25 EACH

Copyright 1934, C. J. Stover

Asbestos Plays Part In Blowing Light Bulbs

By R. G. SKERRETT

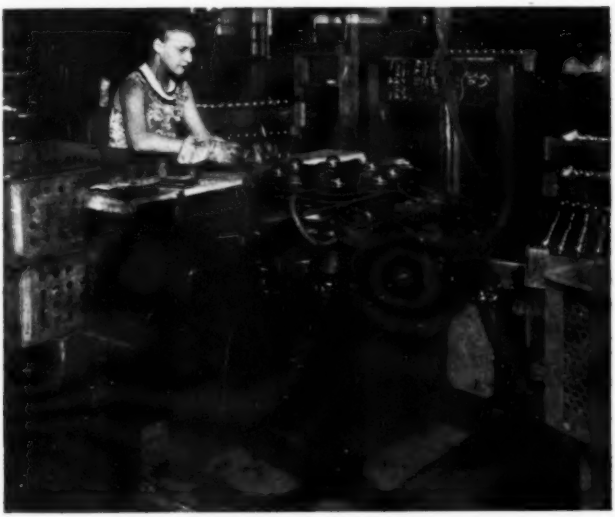
More than a half a billion bulbs of different sizes are blown annually for incandescent lamps. Various means are employed to fashion these bubbles of glass. For years, most of them were produced by hand; and many of them are now turned out in the same way. This is especially true where the quantities are somewhat limited and the sizes variable. The vast bulk of the bulbs used generally are blown by machinery; and these mechanisms are marvels of mechanical cunning.

In between the hand-blown and the machine-blown processes there is the semi-automatic process. This intermediate method calls for the hand-feeding of the glass and blowing to a given preparatory stage, after which the blow pipe with its pendent globule is enveloped by a two-piece mold and blown to the prescribed form by a puff of compressed air. As a rule, both the hand process and the semi-automatic process are used in the blowing of separate orders for a few hundred or several thousand bulbs. Two men, constituting a "shop," can make 1,400 bulbs in a 10 hour shift, while a semi-automatic machine will do considerably better.

The need for more rapid production led to the development, step by step, of different types of full-automatic bulb-blowing machines. In their latest developed forms these apparatus are big, ponderous affairs that totally belie in their appearance the airiness and fragility of the products they turn out with astonishing rapidity. In the Wellsboro, Pa., plant of the Corning Glass Works, one of the machines in that establishment will turn out in the course of 60 seconds anywhere from 240 to 300 bulbs—the number depending upon the size of the bulbs. Assuming the output to be at the rate of 250 a minute, one of these machines will produce 360,000 bulbs in the course of 24 hours; and during that interval will handle from 40 to 45 tons of glass. Only half of the glass fed to the machine, will take the form of marketable bulbs, because the remainder

of the glass will constitute a necessary waste. Even so, that waste is only momentary, because the scrap glass or "cullet," as it is called, is promptly returned to the tank for remelting and reworking.

It takes about four years to train a craftsman so that he can blow bulbs for incandescent lamps. Formerly, the glass used for this purpose was a lead glass, and it was chosen because glass of that sort works easily and cools slowly—in other words, gives a blower ample time in which to fashion a bulb before the glass sets or hardens. At the present time, lime glass is employed, and lime glass,



Note the asbestos gloves in above picture

solidifies a good deal faster than lead glass. This point is mentioned so that one can understand how nicely time, temperature, and air pressure must be co-ordinated in the mechanical blowing of light bulbs. Incidentally, the rapid setting of lime glass fits in well with the speed at which the machines operate.

The molten glass has a temperature of more than 2000° F. when fed in a golden stream into the mechanical blower, where it falls between two rolls that cool the glass and press it into an incandescent ribbon. The plastic glass is forced downward through annular openings, and its own weight, plus the aid of little plungers, gives it a pear-shaped form with an incipientcavity. Just at the right moment, a two-piece mold envelops the pendent mass, and a mild puff of compressed air distends the glass and forces it against the walls of the mold—thus forming a bulb. A second or two later, the glass having set, the mold opens, and a small mechanical hollow hammer detaches the new-born bulb from the supporting ribbon of glass.

When detached, each bulb has a neck that terminates with irregular edges, and in this condition the bulbs are moved along by a conveyor that carries them past several groups of gas burners, the jets of which fuse and smooth the raw edges of the neck and also anneal the bulbs so that they will not be likely to fracture subsequently when exposed to the changes of temperature incidental to use and non-use. During their run through the annealer, the bulbs are heated to a temperature of 752° F., and with that process finished they are dropped upon a broad asbestos belt by which they are carried through a cooling tunnel. Even so, the bulbs may be uncomfortably warm when they reach the girl inspectors at the farther end of the tunnel, and, therefore, some of those keen-eyed workers wear asbestos gloves.

As one can readily understand, a glass plant is a hot place, and the operatives safeguard themselves against high heat and burns by wearing asbestos aprons, gloves, and other forms of protecting clothing. Asbestos has, in fact, numerous applications—all of which have been proved desirable by experience.

CHEMICAL ENGINEER

Experienced brake lining, cold molded insulation also asbestos paper and millboard, desires connection with organization manufacturing any above mentioned products. Well experienced. Reasonable. Address Box No. 2L-P, "ASBESTOS," 16th Floor, Inquirer Bldg., Philadelphia, Pa.

Asbestos Fibre

for the manufacture of

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA

A Half Century of Service

A unique and interesting celebration took place in Thetford Mines on January 26th. This was the occasion of a banquet tendered Alfred M. Robinson by the Directors of the Johnson Company on Mr. Robinson's fiftieth anniversary of his association with that Company.

The day previous the Directors of the Company came in a body to a scheduled meeting in order to pay tribute to an officer of the Company who has served them so faithfully since the earliest days of the Company's operation.

As a memento of the occasion, the Company presented Mr. Robinson with a handsome check and a silver tea service suitably engraved. The office staff and the employees of the Company presented him with a beautiful Westminster Clock. Mr. Robinson accepted these gifts and the eulogies that were expressed, with his usual retiring and modest manner, but the incident that perhaps affected him most deeply was the gift (a check) presented to him by the Johnson family together with an illuminated address signed by all the members of the family of the late Andrew S. Johnson. Mr. Johnson, Sr., as everybody in the Industry knows, was one of the founders of the company and its General Manager from the date of founding until his death. It was he that occupied a desk in the same office with Mr. Robinson for practically forty years, and he could have expressed better than anyone else the sterling qualities of the guest of honor.

ALFRED M. ROBINSON

From

CRUDE ORE

to

FINISHED PRODUCT

Johns-Manville carries on the entire manufacturing process of asbestos. Mines in Arizona and Canada, thirteen factories located strategically across the continent and branch offices in all large cities assure prompt and efficient service.

In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. Packings, high temperature insulations, refractory cements, low pressure insulations, asbestos roofings, brake linings and industrial friction materials, flooring and acoustical treatment form some of the major items manufactured by Johns-Manville.

Through constant research in the J-M Laboratories, scores of other items have been developed, important to the economic and physical welfare of people throughout the country.

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

Notwithstanding his being in harness half a century, Mr. Robinson is still enjoying splendid health, and is looking forward, as is the Company, to the next decade.

When we recently published the names of the "Old Timers" in the Asbestos Industry, Mr. Robinson's name did not appear. It is our pleasure to congratulate him on this occasion and to place him at the head of the "Old Timers Club."

A New Idea In an Old Product

To those of us who sit on the sidelines, so to speak, and watch the development of asbestos products, reporting them in "ASBESTOS", a new product, or a new idea embodied in an old product, is always one of the high spots of the day.

This was especially true when we read of the new Dual Friction Brake Lining, recently introduced by Johns-Manville.

A lining that has low friction on one side, and is therefore suitable for use on certain cars; with high friction on the other side suitable for other cars; both sides together capable of servicing practically all passenger cars and light trucks on the road—could anything be more convenient for everybody—motorist, service station, dealer, manufacturer!

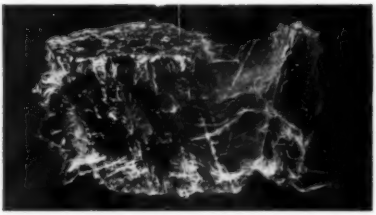
Some brakes require the use of both sides; the Bendix 3 shoe, for instance, takes the high friction side on its primary and auxiliary shoes and the low friction side on its secondary shoe.

Besides its convenience, the manufacturer claims that its friction is uniform, it is quiet in operation, will not score the drum, is long wearing, is not sensitive to moisture.

It is a woven type lining and, naturally, is made of asbestos.

In the Market for Large or Small Quantities of
Metallic Yarn Waste—Asbestos Textile Waste—Scrap Cloth
Yarn Cuttings — Loom Sweepings — Cardroom Strippings
NEWARK WASTE CO.
47-49-51 Adams Street NEWARK, N. J.

Our own mines



are the source of all asbestos used in the manufacture of Keasbey & Mattison products. *You are assured of the same high-quality crudes and fibres!*

Keasbey & Mattison entirely own and operate the Bell Asbestos Mines, Thetford, Canada. Here, in the serpentine rock strata, is mined the finest chrysotile—uniform, strong, of excellent appearance, long-fibred. All grades.

Buying from this one source means prompt delivery, less bookkeeping. Dealing directly with us — with our wide and long experience in the manufacture of asbestos textiles, building products and insulating materials — results in an intelligent understanding of your requirements.

Write for the samples of the grade asbestos you are interested in, and for the interesting booklet, "Asbestos Milling and Dressing for the Market," which tells all about advanced methods of modern asbestos production.

To Asbestos Houses and Insulation Contractors. There is still room in certain localities. Write for complete details if you appreciate factory and sales co-operation and wish to better your business conditions.

KEASBEY & MATTISON CO.

AMBLER, PENNSYLVANIA, U. S. A.

FOREIGN AGENTS:

E. R. FLINT
6 Rue Francois-Coppee
Paris (XV) France

ERNST KEILER, JR.
Neuerwall 54
Hamburg, 36, Germany

BELL ASBESTOS MINES · THETFORD MINES

R. CAMETTI & CO.
Via Malta 13 Russo
Genoa, Italy

S. KAWASAKI & CO., LTD.
No. 3 Isokami Dore 1 Chome
Kobe, Japan

Tentative Specifications for Asbestos Roving

The American Society for Testing Materials has recently published tentative specifications for Asbestos Roving, ASTM Designation D 375-33T.

Space does not permit us to reprint this tentative specification but anyone interested can examine it in this office, or can obtain copies (at the price of 25c each) direct from the American Society for Testing Materials at 260 S. Broad Street, Philadelphia, Pa.

Tentative specifications are published by the A. S. T. M. for criticism by anyone interested, it being intended that "A. S. T. M. Standards shall not merely be standards that have been adopted by the Society, but standard specifications and test methods developed by industry itself."

Criticisms should be directed to W. H. Whitcomb, Secretary of Committee D-13 on Textile Materials, Interlaken Mills, West Warwick, R. I.

Asbestos Saves 1000 Lives

A one column article with heavy black headline in the January 15th issue of the Wilmington, Ohio, News-Journal, mentions an asbestos curtain three times—not bad advertising for manufacturers of asbestos curtains and cloth!

The article concerned the fire at the Murphy Theatre in Wilmington, where the loss was $30,000, but where more than a thousand persons filed out of the theatre without confusion. The news stresses the fact that there was *no sign of panic or stampede.*

Undoubtedly the asbestos curtain prevented panic—"The asbestos curtain was dropped hurriedly and kept the flames back stage", and "Dense smoke behind the

ASBESTOS

Arizona Crude
Canadian Crude
Canadian Spinning Fibre
Canadian Shingle Fibre
Cyprus Asbestos
Italian Crude
Russian Crude
Rhodesian Crude
South African Blue Crude
South African Yellow Crude

ASBESTOS LIMITED INC.

8 West 40th Street : New York City

Works: MILLINGTON, N. J.

asbestos curtain hampered their (the firemen's) work." While the third statement says "The asbestos curtain also was damaged."

Stories of this kind, where asbestos protects lives, are of unusual interest to all readers of "ASBESTOS". This one was sent us by H. T. Duke of the Textile Department, Keasbey & Mattison Company.

Norristown Displays Heater Jackets

The Asbestos Industry was represented at the Third International Heating and Ventilating Exposition held at the Grand Central Palace, New York City, from February 5th to 9th.

The Norristown Magnesia and Asbestos Company displayed in their booth an exhibit of 1934 models of the Norriskraft Heater Jacket. It will be remembered that about two years ago this type of jacket was first announced by the company to replace the usual type of metal jacket then used on square heating boilers.

The construction of the Norriskraft Jacket did away with the metal casing and used the Norbestos Fyr-Bord on the outer surface to protect the insulation, which was of cellular asbestos type. One advantage was that the insulation was an integral part of the jacket instead of the old method of having to first insulate the boiler and then put on the jacket, often resulting in the contractor leaving off the insulation entirely.

While the construction of the jacket remains the same, the 1934 models provide much better appearance because paint finishes can be applied, and also because of a new type of angle. The angle provides a round corner of chromium or some other type of finish with an attractive contrasting color inserted in the center of the angle.

The display contains four types of jackets—a newly developed enclosure that is being recommended to the heating industry, known as the fully enclosed coal burn-

JOHNSON'S COMPANY

ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec

Black Lake, Quebec

Producers of All Grades of

RAW ASBESTOS

AGENTS

FRANCE and BELGIUM	GERMANY and CENTRAL EUROPE	GREAT BRITAIN	JAPAN
CompagnieCommerciale de Minerais et Matieres Premières, 74, Quai de Jemmapes, Paris, France	TROPAG Asbest- und Erzimport Alstordam 7 Hamburg 1	A. A. BRAZIER & CO. Bluefries House 122 Minories London E. C. 3, England	S. SAITO & CO. 5th Floor Marunouchi Bldg. Tokyo

ing unit. The jacket completely encloses the coal fired boiler of the standard type and with two doors on the front takes away from the boiler the unsightly appearance of the clean-out doors, fire door, ash pit door and shaker bars. The Oil Burner uses a standard type of coal burning jacket and there is a jacket for the gas fired boiler.

The Norris Asbestos Flexible Jacket for insulating range boilers was also shown in the latest model, with painted finish over the usual crimp or wave structured surface, furnished with wide chromium bands.

The exhibit is noteworthy because it is a new development in the asbestos field. It is a definite part of the Heating Exposition and is the first exhibition of its kind that has been offered by any other company.

Sir Evelyn Wallers, K. B. E.

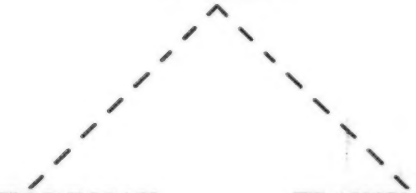
The Cape Asbestos Company, Limited, of London, has sustained a very severe loss by the death of its Chairman, Sir Evelyn Wallers, which took place at his residence at Hemel Hempstead, near London, after a brief illness.

Sir Evelyn was Chairman of the Central Mining & Investment Corporation and had been associated with the Gold Mining Industry for many years. He was on six occasions President of the Transvaal Chamber of Mines and it was largely due to his unceasing efforts and driving power in the production of gold during the war period that he was Knighted in 1918.

Sir Evelyn succeeded the late Mr. Breitmeyer as Chairman of the Cape Asbestos Company as recently as 1931, so that his tenure of office with the Cape Asbestos Company has been of short duration, but during that time he proved himself a wise and strong leader and his judgments on all questions brought before him were always to be relied upon.

RAW ASBESTOS

All Grades



RHODESIAN **TRANSVAAL** (SUPERFINE).

Samples and Prices to be obtained from

RAW ASBESTOS DISTRIBUTORS LTD.

13 GROSVENOR GARDENS, VICTORIA

LONDON, S. W. 1 ENGLAND

CABLES:—VULBESTON, LONDON

or from any of the following Agents:

U. S. A.	FRANCE	GERMANY	JAPAN
W. D. CRUMPTON & CO. 8-10 Bridge St., New York	GEORGES PARLY 10 Rue De La Pepiniere, Paris	& Central Europe BECKER & HAAG Bernburgerstr, 31, Berlin.	C. H. NELSON 86, Yodo Machi, Kobe

W. Jacobsen Heads Asbestos Fibre Distributors

New Unit of Johns-Manville

W. Jacobsen, Sales Manager of Asbestos Fibre Distributors, 22 E. 40th Street, New York City, has been intimately associated with the Asbestos Industry for more than fifteen years. In the minds of great numbers of fibre users, when asbestos fibre comes up for discussion, the first thought turns to Mr. Jacobsen. During the span of his life, however, a variety of other experiences has given him a background which would be the envy of a professional adventurer.

W. JACOBSEN

Born in Semaphore, South Australia, on April 7th, 1876, "Jake" grew up as a rich man's son and after college started in the marine contracting business with his father until the old gentleman retired. Then he became manager of lumber mills at Perth, West Australia, and while occupying that position also engaged in a general contracting business. But he caught the gold fever and resigned his position in order to try his luck at gold mining. He occupied various positions in this field and finally went into the mining business on his own account, some of his ventures meeting with a notable success.

Mr. Jacobsen developed an asbestos property, and, with his associates, built a modern mill on it; the mine was finally sold out to the Asbestos Corporation, Limited, of Canada.

For the last ten years Mr. Jacobsen has devoted all of his time to the selling of asbestos fibre and has become well known for his detailed knowledge of the manufacture of asbestos products. Especially is he equipped to give intelligent advice to consumers of asbestos fibre regarding the grade most suitable for their requirements.

ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC — CANADA

REPRESENTATIVES:

BELGIUM & FRANCE: ..... GEORGES PARLY, 10 Rue de la Pepiniere, Paris.

GERMANY & CENTRAL EUROPE: ..... BECKER & HAAG, Bernburgerstr, 31, Berlin, S. W. 11.

GREAT BRITAIN: ..... W. A. JANITCH. 68 Victoria St., London, S. W. I.

JAPAN: ..... ASANO BUSSAN CO., Tokyo-Kaijo Bldg., Tokyo. MITSUI BUSSAN KAISHA LTD., Tokyo.

U. S. A.:

BALTIMORE, MD.: ..... WALLACE & GALE CO., 115 South Gay St.

BOSTON, MASS.: ..... NEW ENGLAND PIPE & SUPPLY CO., 294 Rutherford St., Charlestown, Mass.

CLEVELAND, OHIO: ..... WORLD'S PRODUCTS TRADING CO., Rockefeiler Bldg.

CHICAGO, ILL.: ..... A. E. STARKIE CO., 1 North Crawford Ave.

NEW YORK, N. Y.: ..... WHITTAKER, CLARK & DANIELS, INC., 245 Front St.

SAN FRANCISCO, CAL.: ... L. H. BUTCHER CO., 274 Brannan St.

CANADA:

MONTREAL, QUE. ..... ATLAS ASBESTOS CO., LTD., 142 St. Peter St.

TORONTO, ONT.: ..... CANADIAN ASBESTOS ONTARIO LTD. 14 Front St.

ASBESTOS
MARKET CONDITIONS

General Business.

"The opinion generally expressed at the year-end, that the trend of business during the first quarter or half of 1934 would be upward, has been strengthened during the past month," is the opening sentence of the National City Bank letter for February.

They go on and say that "As a rule January is not expected to produce much encouraging business news, since seasonal influences are not favorable to expansion until Spring; and in fact there have been fewer gains in productive activity during the month than had been hoped for."

Then in commenting on the effect of public expenditures, "Of course, the effect of public expenditures upon trade can only be in the nature of a temporary stimulus or stopgap. When the time comes, as it must, to discontinue them, the trade situation will depend once more upon the purchasing power created by the production and exchange of goods; and the important question then will be whether sound economic adjustments have been made, and price relationships that will promote production and exchange restored. But while they last the expenditures will help to make up for the deficiency in natural buying power, and will give effective support to trade."

Asbestos Raw Material.

One of our correspondents writes: "There has been no change in raw asbestos prices. The acquisition of the Bell Mine of Thetford, Canada by Turner-Newall of England, will have a tendency to strengthen the price of long grades of raw asbestos. As Turner-Newall are large manufacturers of asbestos products it would in no way be to their interest to see raw asbestos decline.

"Even so, due to the severe decline in raw asbestos during the years of 1931 and 1932, it was inevitable that the time would come when price of raw asbestos would advance.

"Prices on all grades from all sources are firm. The

Direct from the Mines to You

ASBESTOS CEMENT and FIBRE COMPANY

1265 Broadway - - - - New York City

Specializing In

ASBESTOS FIBRES

for the Manufacture of

ASBESTOS PAPER — ASBESTOS MILLBOARD
STUCCO — WALL PLASTER — COMPOSITION
FLOORING — INSULATING CEMENTS —
BOILER AND PIPE COVERING CEMENTS

ROOFING CEMENTS

—Write for Samples—

Eastern Representatives for CANASCO Fibres

High-Grade Asbestos Textiles

CARDED FIBRES
YARNS, CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

Asbestos Fibre Distributors, a division of Johns-Manville, is now aggressively selling short grades of Canadian Asbestos in the American Market."

Manufactured Asbestos Goods.

Reports from the manufacturing end indicate that the markets are firm, and while volume is not what it should be, at the same time it is holding its own. The insulation markets, particularly, are keeping up remarkably, considering that this is the season when the volume in those markets begins to taper off.

Of course when we compare the figures with other years, they do not look so favorable.

Brake lining is being aggressively marketed and since the automotive trade is very hopeful of a banner year this division of the Industry should show improvement.

The above represent the opinions of those in the Industry closely in touch with the markets, and opinions and comments from all sources are at all times welcome.

BUILDING

In a release by F. W. Dodge Corporation dated January 20th, appears the following comment: "The consecutive monthly gains in construction contracts recorded since July 1933 were continued into December quite ignoring the seasonal tendencies customary during the period."

The contract total reported in December by F. W. Dodge Corporation covering the 37 Eastern States amounted to $207,209,500; an increase of approximately 28% over the November total which itself registered a gain of almost 12 per cent over October. In fact the total for the final month of 1933 was larger than that recorded for any other month since October 1931 and was more than 2½ times as large as the contract volume recorded for December 1932.

A description of an automatic electric water heater for industrial use, made by the General Electric Company, and ranging in capacity from 220 to 1,000 gallon capacity, gives the following information under the heading Tank Insulation:

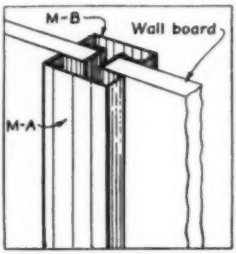
"The storage tank and all piping should be insulated. 2½" to 3" of insulation should be used in insulating the tank. Magnesia asbestos block insulation is recommended with air cell asbestos block insulation as second choice."

Our copy of this Bulletin will be lent to any one interested, upon request.

The Ambler Olsen System

Doubtless many of our readers have heard of the Ambler Olsen System for partitions, but since we have recently had it installed in our office above the three quarter metal partition, in order to deaden sound, we thought it deserved mention in "ASBESTOS," especially as we find it most efficient.

The Ambler Olsen System is a patented one. It has been on the market for several years and many interesting installations have been effected. Briefly, the System embraces specially rolled metal shapes used in conjunction with panels of Asbestos Lumber, Waltile, Insulating Board, etc., to form walls or ceiling. The construction permits either a single or double partition, smooth face or paneled.



The little sketch will give you an idea of the shape of the metal strips. How simple and yet how effective! In our office there is a metal strip on each side of the partition so that both sides are neatly finished.

Any decorative effect can be used; we have panels and battens painted alike to match our walls and ceiling, but in some places it is desirable to have the battens painted to match the woodwork and so give a greater panel effect.

While convenient for office partitions as it can be readily taken down if desired (salvage value 100 per cent), it is found to be even more desirable in buildings where the ceilings or side wall partitions are unsightly, for it covers up the unsightliness and makes a neat and, in cases where decoration is used, really beautiful appearance. It can also be used for shelving.

Anyone interested in having the details should get in touch with Keasbey & Mattison Company, Ambler, Pa., and of course we will be glad to show anyone what the finished job looks like, if they will stop in our office.

Can We Serve?

Now that the Asbestos Industry is being organized from top to bottom, inside and out, it is quite possible that our service can be made more useful than ever before.

We want to suggest therefore, to every manufacturer, every contractor, everyone interested in Asbestos or the Asbestos Industry in any way, to send us their problems, for publishing, and attempt to find a real answer.

Secretaries or Managers of Divisions, Associations, Trade Bureaus or any other organization of the Asbestos Industry, are urged to send us suggestions, problems, messages which they find it desirable to broadcast to the Industry — anything and everything which will help them and their members.

"ASBESTOS" is ready to be a real go-between, or get-together organ, and the more you use its pages for that purpose the better will we be pleased.

It has been particularly gratifying to receive three stories this month, all of which are of interest to the Industry, and if everyone will just remember to send us news, suggestions, sales arguments, and whatnot, particularly experiences encountered in their day to day work in the asbestos field, it will help tremendously to make "ASBESTOS" more interesting to everyone.

One of our subscribers wrote us not long ago, in connection with the National organization of the Asbestos Industry: "It is evident and naturally true that our National officials must for a long period of time spend their entire energy toward advancement of national membership and governmental recognition. Some medium must therefore serve to stimulate the continued participation of the growing membership, lest that member quick to sign up, not feel that he is the 'forgotten man'."

If we can help in this way—just tell us how—and give us some details to work on—we assure you we are ready and willing to go.

Little Lessons in Selling

"HOW'S TRICKS?" OR "HOW'S BUSINESS?"

A "jobless copy man" writing in Printers' Ink, recently compiled a list of resolutions he had made for his guidance when he was fortunate enough to go to work.

One resolution that seemed admirably to fit the salesman was "To ask more retailers, 'How's business?' and fewer cigar stand girls 'How's tricks?' "

The kidding type of salesman we all know. Whatever success he may attain he considers due in large measure to his ability to kid the girls in the office. Sometimes, it is true, his quips and witty flashes do get him thru the outer office in quicker time than if he were serious and had thoughts wholly on the business ahead, but, too many times, his fate has been that of the small boy walking the picket fence with his bare feet to show off to an admiring lass—losing his balance eventually and landing in an ignominious heap at her feet.

Business these days is a serious proposition. Business men take it seriously, and want to do business with people who view it in the same way. The wisecracking salesman may make a hit with the cigar stand girl and the girls in the office, but, figuratively, he is likely to receive a hit when the echo of his wisecracking follows him into the presence of the man he wishes to sell. The wisecracker makes light use of words, flips them around with a gay nonchalance. All very well as a parlor amusement, but not exactly conducive to convincing argument. Doubt creeps into the prospect's mind—"Are these claims this fellow makes, honest, or is he just tossing off a few inches of selling foam, temporarily blinding me with the spume?" Confidence is shaken. Words that come too easily are too often words that have no weight, no substance.

"How's tricks?" to the girl who dimples and smiles—the light-hearted greeting of a man who believes that orders are placed on the strength of personality.

"How's business?" to those in position to answer intelligently—the greeting of a man who realizes that knowledge of times, conditions and economies will help him to offer arguments so convincing that a sale can't be refused.

CONTRACTORS AND DISTRIBUTORS PAGE

SUGGESTIONS

J. W. Clise, Jr., of the Asbestos Covering & Supply Company, Insulation Contractors in Seattle, Wash., suggests that the book "Profit Engineering" will be of interest and help to any insulation contractor, and we are glad to pass the suggestion along.

"Profit Engineering" is written by C. K. Knoeppel, and published by McGraw-Hill Book Company, 330 W. 42nd St., New York City.

Mr. Clise tells us that this book is really a pioneer treatise covering not only the management of a manufacturing concern, but of sales and distribution as well, and says he has found it very helpful.

Asbestos Paper Manufacturers lose a lot of business because the manufacturers of tank covers find a brown paper jacket can be more cheaply made and lasts just as long as an asbestos one —until it catches fire.

One of our Pacific Coast friends, Ralph Tomlinson, President of the Pacific Asbestos & Supply Co., of Portland, Ore., sends us a story which can be used to combat the substitution evil so far as tank covers are concerned.

In the home of a prominent dentist in Portland, one of the brown paper jackets caught fire, and while it just so happened that some one of the family was near and could immediately tear the jacket off, the house had a close call from destruction by fire.

This is the second instance within a short time in the same city and should serve as a warning to the house owners who do not have fireproof jackets on their boilers.

In this particular case the jacket was torn off and thrown into the yard, so that it could harmlessly burn out. Mr. Tomlinson does not say whether someone sold the owner a new asbestos, fireproof, jacket, but we presume the asbestos people in Portland, were not long in getting on the job, and possibly had a chance to tell the owner about pipe insulation also.

PROGRESS OF A. C. N. A.

The membership of the A. C. N. A. at the time of going to press has increased to 132. The Code of the Asbestos Contractors National Association has gone thru all the various departments in Washington and is now in shape for the public hearing which has been applied for.

This hearing was to have been held on January 29th but was delayed because the Code was not in shape. Up to the present time the date of public hearing has not been set.

VERMONT ASBESTOS FIBRE

MINED IN U.S.A.

Its chemical and physical characteristics make Vermont Fibre particularly adapted to the better grades of

ASBESTOS

SHINGLES - CORRUGATED SHEETS
LUMBER - PAPER
MILL BOARD - CLUTCH FACING
MOULDED BRAKE LINING
ROOF COATINGS - FIBROUS PAINT
PLASTICS - MOULDED PRODUCTS
BOILER COVERING CEMENTS

• • •

Vermont Asbestos Corporation
HYDE PARK, VERMONT

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	November 1933 Tons (2000 lbs.)	Value
Bulawayo District		
Nil Desperandum (African Asb. Mng. Co. Ltd.)	309.40	£3,867 10 ..
Shabanie (Rho. & Gen. Asb. Corp., Ltd.)	735.44	9,193 .... ..
Victoria District		
Gath's & King (Rho. & Gen. Asb. Corp., Ltd.)	60.00	750 .... ..
	1,104.84	£13,810 10 ..
November 1932	*2,519.37*	*£31,492 2 6*

Africa (Union of South).

	November 1932 Tons (2000 lbs.)	Value	November 1933 Tons (2000 lbs.)	Value
Transvaal				
Amosite	80.10	£ 801	271.30	£ 2,771
Chrysotile	495.00	1,120	700.00	8,258
Cape				
Blue	216.00	3,941	323.46	6,242
	791.10	£5,862	1,294.76	£17,271

Canada.

(Statistics by Quebec Bureau of Mines)
All in tons (2000 lbs.)

	December 1932	December 1933
Fibre	14,478	17,326
By-Products (sand, gravel, etc.)	32	69
	Last Quarter 1932	Last Quarter 1933
Crude	188	483
Milled Nos. 3, 4, 5	17,291	33,411
Milled Nos. 6, 7	21,847	23,419
	39,326	57,313
By-Products	605	2,148
	Totals for the Year	
	1932	1933
Fibre	120,441	155,433
By-Products	3,467	6,629

IMPORTS AND EXPORTS

Imports Into U. S. A.

Unmanufactured Asbestos.

	November 1932 Tons (2000 lbs.)	November 1933 Tons (2000 lbs.)
Africa (Br. S.)	.....	294
Canada	7,350	10,899
Cyprus, Malta and Gozo	.....	1,040
Finland	.....	33
Italy	392	3
United Kingdom	14	..
	7,756	12,269
Value	*$192,757*	*$456,992*

Tabulation of Crudes and Fibres:

Crude (Africa—Br. S.)	....	294
Crude (Canada)	26	90
Crude (Italy)	392	3
Crude (United Kingdom)	14	..
Mill Fibre (Canada)	2,602	5,305
Lower Grades (Canada)	4,722	5,504
Lower Grades (Cyprus, etc.)	.....	1,040
Lower Grades (Finland)	.....	33
	7,756	12,269

Manufactured Asbestos Goods:

	November 1932 Value	November 1933 Value
Belgium	$	$ 504
Canada	.....	28
Germany	507	185
United Kingdom	1,952	1,957
	$2,459	$2,674

Exports from U. S. A.

Exports of unmanufactured asbestos during November, 1933, amounted to 148 tons valued at $9,517; during November 1932 137 tons, valued at $3,063 were exported.

Exports of manufactured Asbestos Goods:

	November 1932		November 1932	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	91,684	$5,120	109,810	$7,277
Pipe Covering and Cement	779,719	52,902	207,028	8,701
Textiles, Yarn and Pkg.	55,103	28,814	134,441	69,151
Brake Lining—				
Not Molded[1]	117,161	17,824	146,523	23,557
Molded and Semi-molded	.....	31,695	.....	53,037
Magnesia and Mfrs. of	72,577	6,512	411,146	18,345
Asbestos Roofing[2]	1,134	2,135	2,010	3,996
Other Manufactures	43,771	5,725	157,074	12,406

[1]Lin. Ft. [2]Sqs.

Exports of Raw Asbestos from Canada.

	December 1932		December 1933	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	177	$ 9,571	359	$ 33,395
United States	2,552	111,211	6,548	356,106
New Zealand	.....	.....	1	30
Australia	40	2,000	84	4,130
Belgium	193	8,677	415	23,950
France	606	31,660	568	45,240
Germany	168	9,990	1,191	85,100
Italy	.....	.....	22	990
Japan	1,570	82,380	1,296	43,292
Netherlands	143	4,290	555	26,405
Spain	.....	.....	22	660
	5,449	$259,779	11,061	$619,298
Sand and Waste—				
United Kingdom	165	3,231	462	8,840
United States	5,563	68,677	5,341	69,104
New Zealand	2	35	.....	.....
Belgium	150	2,370	195	3,275
France	34	475	35	650
Germany	236	4,820	427	8,227
Netherlands	257	6,425	.....	.....
Spain	10	466	.....	.....
	6,417	$86,499	6,460	$90,096
	11,866	$346,278	17,521	$709,394

ASBESTOS

Imports and Exports by England.

Imports of Raw Material.

	December 1932 Tons (2240 lbs.)	Value	December 1933 Tons (2240 lbs.)	Value
From Africa (Rhodesia)	595	£11,954	155	£ 4,122
From Africa (Union of So.)	878	23,086	357	5,150
From Belgium	2	30	.....	.....
From Canada	556	5,875	1,558	18,676
From Cyprus	270	4,881	205	3,681
From Finland	11	74	10	68
From Netherlands	....	....	17	581
From Italy	....	....	....	65
From Soviet Union (Russia)	15	399	164	2,573
From U. S. of America	25	221	40	547
	2,352	£46,520	2,506	£35.463
Reshipments	56	1,589	30	588

Exports of Asbestos Manufacturers.

	December 1932 Cwts.	Value	December 1933 Cwts.	Value
To Netherlands	2,000	£ 6,814	1,453	£ 5,731
To France	600	2,765	472	2,717
To U. S. of America	.....	191	16	125
To British India	10,760	12,926	4,597	7,861
To Australia	400	4,896	1,252	7,172
To Other Countries	12,040	39,229	23,637	46,933
	25,800	£66,821	31,427	£70,539

SUMMARY FOR THE YEAR—CANADA

Exports of Raw Asbestos from Canada.

	Year 1932 Tons (2000 lbs.)	Value	Year 1933 Tons (2000 lbs.)	Value
United Kingdom	1,420	$ 82,567	4,633	$ 303,492
United States	27,392	1,274,646	48,469	2,324,246
Australia	451	24,800	744	39,162
Belgium	1,080	49,707	5,051	275,046
France	2,360	150,911	2,620	167,832
Germany	1,969	117,148	4,572	306,713
Italy	666	48,162	1,647	94,047
Japan	6,683	338,576	9,530	422,252
Netherlands	421	17,300	1,088	50,333
Spain	219	11,323	266	14,976
Columbia	.....	.....	2	187
Sweden	.....	.....	78	61
New Zealand	.....	.....	1	30
	42,661	$2,115,140	78,701	$3,998,377

SUMMARY FOR THE YEAR—CANADA—Continued

	Year 1932 Tons (2000 lbs.)	Value	Year 1933 Tons (2000 lbs.)	Value
Sand and Waste—				
United Kingdom	1,151	$ 25,830	2,816	$ 54,979
United States	65,618	901,927	63,744	869,994
Australia	.....	.....	4	90
Belgium	666	11,729	913	15,011
France	356	5,979	559	9,235
Germany	733	13,934	1,666	32,222
Italy	121	2,771	60	688
Japan	297	3,455	52	883
Netherlands	664	18,385	306	5,790
Spain	10	466	.....	.....
Mexico	30	330	.....	.....
Br. India	60	570	60	600
Porto Rico	30	330	101	1,760
Cuba	30	330	.....	.....
New Zealand	3	59	.....	.....
Argentina	.....	.....	15	165
	69,769	$986,095	70,296	$991,417
	112,430	$3,101,235	148,997	$4,989,794

SUMMARY FOR THE YEAR—ENGLAND

Imports of Raw Material.

	Year 1932 Tons (2240 lbs.)	Value	Year 1933 Tons (2240 lbs.)	Value
Africa (Rhodesia)	7,182	£165,094	7,257	£151,896
Africa (Union of South)	5,612	114,787	7,384	129,845
Africa (Port. E.)	49	14	89	1,512
Australia	14	1,759	4	102
Austria	25	160	20	150
Belgium	2	30	.....	.....
Canada	2,353	30,382	6,477	86,779
China	.....	9	.....	.....
Cyprus	1,451	26,707	1,826	31,720
Egypt	1	22	.....	.....
Finland	121	955	71	497
France	77	1,052	.....	78
Germany	322	2,862	62	1,291
Italy	60	2,617	36	2,330
Netherlands	.....	.....	17	581
New Zealand	.....	.....	5	129
Soviet Union (Russia)	306	8,524	1,376	24,986
United States of America	552	6,391	281	10,518
Venezuela	.....	.....	14	80
	18,127	£361,365	24,919	£442,494

SUMMARY FOR THE YEAR—ENGLAND—Continued

	Year 1932 Tons (2240 lbs.)	Value	Year 1933 Tons (2240 lbs.)	Value

Exports of Asbestos Manufactures.

	Year 1932 Cwts.	Value	Year 1933 Cwts.	Value
To Netherlands	9,856	£ 38,152	10,801	£ 41,525
To France	6,182	30,169	6,757	38,067
To U. S. of America	314	4,854	525	4,300
To British India	56,605	85,520	72,130	99,141
To Australia	5,689	47,787	8,813	64,844
To Other Countries	243,443	518,019	219,265	574,891
	322,089	£724,501	318,921	£822,768

AUTOMOBILE PRODUCTION

December production for motor vehicles in the United States and Canada for 1933 totalled 87,307; for 1932, 109,592; for 1931, 123,973.

Total production for the year 1933 was 2,025,125; for the year 1932 was 1,431,494; and for the year 1931 was 2,472,359.

All reports seem to indicate much better business in the automotive field in 1934; at least everybody is expecting a good year.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	January 1934 Low	High	Last
Asbestos Corpn. (Com.) New	np		1	1	1
Carey (Com.)	100	–	40	49	49
Carey (Pfd.)	100	6	62½	62½	62½
Certainteed (Com.)	np	–	3¼	7	7
Certainteed (Pfd.) Retired 1929	100	7	12½	28½	28½
Garlock Packing (Com.)			12¼	17¼	17¼
Johns-Manville (Com.)	np	–	56¼	66⅜	65¼
Johns-Manville (Pfd.)	100	7	98½	109	106
Raybestos-Manhattan (Com.)	np	60c	16	20¾	20¼
Ruberoid (Com.)	np	1	28	30	30
Thermoid (Com.)	np	–	5¾	8¾	8¾
Thermoid (Pfd.)	100	7	24	40	40

NEWS OF THE INDUSTRY

Birthdays. Our list of birthdays this month includes the following: Clarence E. Witherspoon, President, Asbestos Construction Co., Inc., New York City, whose birthday falls on February 20th; W. A. Godfrey, Secretary and Manager, Cape Asbestos Company, Limited, London, England, March 1st; J. P. O'Malley, Secretary, Standard Asbestos Mfg. Co., Chicago, Ill., March 1st; Carl Bindman, Sales Manager, Johnson's Company, Thetford Mines, P. Q., Canada, March 7th; E. J. Wilson, President, Elwood J. Wilson, Inc., New York City, March 7th; P. M. Taft, President, P. M. Taft Asbestos Co., Holyoke, Mass., March 9th. To all these gentlemen we extend congratulations and best wishes.

Lotz Insulation Co. The assets of the Lotz Asbestos Company of Hartford, Conn., have been purchased by a newly organized company, the Lotz Insulation Company, operating at the same address. John Lotz, Jr., is President of the new company and will handle a full line of pipe ccverings, will execute all kinds of insulation contracts—heat and cold, cork box work—and will maintain the home insulation division as formerly.

Johns-Manville Sales Corporation. The Cleveland Office of Johns-Manville Sales Corporation on March 1st will move to 1528-35 Builders Exchange Building. Its former address was 6300 Euclid Avenue.

George A. Nicol, Jr., Vice-President of the Johns-Manville Sales Corporation, has severed his connection with Johns-Mansville effective January 18th.

The Mining and Industrial Magazine, December 20 issue, contained an article on "South Africa's Asbestos Industry."

The Rhodesian Mining Journal for December, contained an article "Asbestos Production in Southern Rhodesia."

The Russell Manufacturing Company, as a result of continuous and intensified efforts thruout the depression to increase its export business, announces, thru N. R. Sage, export manager, that the amount of Rusco brake linings sold abroad during 1933 was exactly double that of 1932.

M. P. Doud announces that after January 15th, 1934, he will resume business under that name at his former address, 6306 W. Girard Avenue, Philadelphia. Mr. Doud handles and applies insulation.

Guinand Freres Sucs., Caracas, Venezuela, has been kind enough to send samples of asbestos from their property "El Tigre" for examination. The samples we have received are surprising; a fairly good grade of chrysotile. Heretofore samples of asbestos from any part of South America have been only of the amphibole variety.

Guinand Freres state that the average fibre length is about

BLUE ASBESTOS

The "CAPE" quality of blue crocidolite, owing to great tensile strength, volume, and acid-resisting properties, has been proved to be the world's finest material for:-

(1) High Temperature Insulation
(2) Bulkheads and Fireproof Partitions
(3) Asbestos Cement Pipes
(4) Textiles
(5) Electrode Wrappings for Arc Welding

AMOSITE ASBESTOS

owing to its great length of fibre, is ideal both in economy and efficiency as a constituent for:-

85% MAGNESIA COVERINGS

Magnificent success has been achieved with the latest specialty in Amosite material, viz:-

100% AMOSITE SECTIONAL PIPE COVERINGS

AND BOILER CASINGS FOR BOTH MARINE AND POWER PLANT INSTALLATIONS

Address Enquiries to the Mine Owners and Manufacturers::

The Cape Asbestos Co Limited
Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

one half inch while some one and a half inch material has been taken from the most promising part of the property.

Anyone desiring to examine the samples may do so by calling at the office of "ASBESTOS."

India Rubber Journal has published in recent issues the following articles:

Issue of January 6th—Asbestos Veins.

Issue of January 13th—Asbestos-Cement Roofs.

—Asbestos for Autoclave Stuffing Boxes.

—Wrong Kind of Packing.

Issue of January 27th—Rubber Bonded Asbestos.

The Brake Lining Division of the Industry held a two day meeting on November 28th and 29th at which the Division Merchandising Plan and the Merchandising Policy under which the products of this Division are to be merchandised, were formulated and adopted.

While under this plan no attempt is made to fix prices, the discounts to various classifications of buyers are established. This Merchandising Plan was put in force under provisions of the Asbestos Code. Later one member changed its mind on the discount question and the Division presented their plan to the Administrator for formal approval.

A meeting of the Division was held in New York on January 29th and 30th to solve the problem raised by this one defection from the hitherto unanimous ranks. After two days of discussion the Division again approved the original Plan and Discount Schedule as the only equitable one that could be drawn up.

The Administrator's decision on the Plan and Discount Schedule is expected daily.

TRADE MARKS

(This information is supplied by the National Trade Mark Co., Munsey Bldg., Washington, D. C., who will conduct free of charge an advance search on any trade mark our readers may contemplate adopting.)

PG. Ser. No. 340,666. Raybestos-Manhattan, Incorporated, Passaic, N .J., and Bridgeport, Conn. For brake lining.

PATENTS

Molded Brake Lining. No. 1,932,919. Granted on October 31st, to Hamilton Abert, New York City and Albert Whitelaw, Passaic, N. J., Assignors by mesne assignments to Raybestos-Manhattan, Inc., Passaic, N. J. Filed July 8, 1929. Serial No. 376,639.

Described as a brake lining which comprises a plastic composition including a refractory friction material, hardened in a convolute strip of more than one turn and having a uniform thickness thruout the hardening being to such a degree that the strip may be bent without fracture to any curvature between the radii of 5 and 9 inches but not a curvature of radius 10 times its thickness.

Method of Making Waterproof Heat Insulating Tape No.

1,937,561. Granted on December 5th, to Wm. R. Gillies, Chicago, Ill., assignor to Union Asbestos & Rubber Company, Chicago, Ill.

This application filed Aug. 22, 1932. Serial No. 629,862.

Described as the method of waterproofing heat insulating tape which comprises continuously applying a waterproofing material to one side of said tape in such manner that a continuous waterproof layer will be found when the tape is spirally wrapped upon another member.

Air, Moisture and Soundproof Material. No. 1,939,004. Granted on December 12th to Albert C. Fischer, Chicago, Ill., assignor to Philip Carey Mfg. Co. Application November 8, 1931. Serial No. 336,713.

Described as a new article of manufacture, building material comprising a self adhering sheet of fibrous substance having on each of its outer surfaces an adhesive of lasting fluidity.

Auto Brake Tester. No. 1,939,154. Granted on December 12th to Harry L. Willard, Long Beach, Calif. Application October 6, 1931. Serial No. 567,189. Description upon request.

Waterproof and Water Repellent Insulation. No. 1,940,974. Granted on December 26th to George D. Shaver, Kalamazoo, Mich., assignor to the Therminsul Corporation of America, Boston, Mass. Application January 7, 1931. Serial No. 507,161.

Described as the process of producing waterproof insulation which comprises mixing masses of mineral wool fibre with a relatively large quantity of a liquid emulsion of a water repellant substance.

Apparatus for Producing Mineral Wool. No. 1,940,975. Granted on December 26th to George D. Shaver, Kalamazoo, Mich., assignor to Therminsul Corporation of Amreica, Boston, Mass. Application October 20, 1931. Serial No. 569,911. Description upon request.

Friction Material. No. 1,941,280. Granted on December 26th to Mark Shoeld, Pittsburg, Pa. Application October 6, 1928. Serial No. 310,913.

Described as the method of producing friction material which comprises combining felted asbestos and water-insoluble bonding material, molding the product into desired shape, drying and rendering said bonding material infusible and then impregnating said product with an organic bond.

Non Slip Surface and Method of Making Same. No. 1,941,912. Granted on January 2nd, to Daniel Repony, Clifton, N. J., assignor to Raybestos-Manhattan, Inc., Passaic, N. J. Application Jan. 8, 1932. Serial No. 585,448.

Described as a method of making a friction article which comprises forming a nap upon a base fabric, coating said nap with a friction surface material and separating the threads of said nap with the coating material first applied thereto.

Gasket. No. 1,942,703. Granted on January 9th to Cecil R. Hubbard and Francis W. Armstrong, Palmyra, N. Y., assignor to Garlock Packing Company, Palmyra, N. Y. Application August 14, 1931. Serial No. 557,060. Description upon request.

THIS AND THAT

A Canadian firm in the Asbestos and Mill Supply business is desirous of obtaining representation in Canada for lines which do not conflict with those they presently handle. Write "ASBESTOS" for further details.

Lyman J. Briggs, Director of the U. S. Bureau of Standards announces that it has been decided to continue the simplification and commercial standards work at the Bureau of Standards, in cooperation with the American Standards Association and other organizations and groups concerned with such work. The work has an added importance at this time because of the need for reference to standards of dimensions and quality in the N. R. A. codes for fair competition.

Speaking of ridiculous statements, how is this one, taken from the Christian Science Monitor, which describes an Italian Mountain Hotel for skiers: "The hotel is constructed with a framework of wood, and outside walls of asbestos fiber." Must look as tho covered with snow.

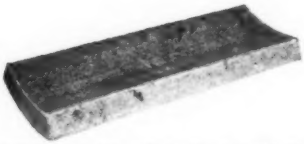
And here is another, which, while perhaps not ridiculous is neither quite clear. This one comes from a small town paper. In a list of codes which have been approved by the President, "coated asbestos" is given as one of the last approvals. Why coated, and what is coated asbestos anyway? Later we found it was supposed to be "coated abrasives."

"Asbestos in gas fires that has become discolored, can be cleaned by sprinkling it liberally with salt when it is cold." A good suggestion and which we might be glad to pass along to our friends who have this particular type of gas heater.

85% MAGNESIA
PIPE & BOILER
COVERINGS.

HIGH
TEMPERATURE
INSULATION AND
CEMENTS.

SEVERAL VALUABLE
TERRITORIES
OPEN FOR
DISTRIBUTORS



AIR CELL, WOOL FELT, CORK, ASBESTOS CEMENT

Ehret Magnesia Manufacturing Co.

EXECUTIVE OFFICES AND FACTORIES

VALLEY FORGE, PA.

BRANCH OFFICES

NEW YORK PHILADELPHIA CHICAGO

REPRESENTATIVES

IN ALL PRINCIPAL CITIES AND COUNTRIES

Tact is courtesy expressed in terms of intelligence.

Few men so fail in an argument that they cannot convince themselves.

The easiest time for you to do a hard task is the earliest time possible.

The man who is always demanding all that he earns is only too likely to forget to earn it.

Looking on the bright side is commendable, but the wise man looks on both sides.